



Seattle District Office SBA Reporter

Your Small Business Resource

Winter 2004
Issue #13

U.S. Small Business Administration Seattle District Office

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Director for Seattle District Office Appointed

Nancy Gilbertson, formerly the district director of the SBA's South Dakota district office, started Monday, Jan. 3, as district director of the Seattle district office. She was appointed by SBA Administrator Hector V. Barreto to replace Bob Meredith who retired in April.

Gilbertson's SBA career began in 1987 at the Alaska district office. Before her appointment in South Dakota she was the assistant district director for business development in the Fresno, Calif., and Minnesota District Offices and deputy district director in Minnesota.



Nancy Gilbertson

"I am happy to be back in Region X where I started my SBA career," Gilbertson said. "Seattle and the Spokane Branch Office are two of the most successful offices in the nation. I look forward to renewing old acquaintances and continuing the goal of expanding small business ownership in the state of Washington."

Before working for the SBA, Nancy worked for Wells Fargo bank. She also has personal small business experience, having been involved in a family-owned general contracting business for the past 20 years.

SBA Reauthorization and 2005 Budget Pass

The House and Senate approved legislation, signed by President Bush on Dec. 8, enacting some sweeping changes to SBA loan programs. The biggest change is the end of the taxpayer subsidy to the 7(a) loan program; fees to the lender and/or borrower will replace the annual taxpayer appropriation that guaranteed loan repayment in the event of default. As shown in the table below, loan amounts for the popular *SBAExpress* loan program and the maximum 7(a) guaranty also increased. The complete policy notice on the program changes can be found at <http://www.sba.gov/banking/notices/5000-938.doc>.

	For Loans Approved 10/1/04 Through 12/07/04	For Loans Approved Beginning 12/08/04
Regular 7(a) Loan Program		
Maximum Gross Loan Amount	\$2.0 million	No change
Maximum SBA Guarantee Amount	\$1.0 million	\$1.5 million
SBA Express		
Maximum Gross Loan Amount	\$250,000	\$350,000
Community Express and Export Express		
Maximum Gross Loan Amount	\$250,000	No change

The agency's 504 community development loan program has also been revamped to include a new small manufacturing component, providing for loans up to \$4 million for qualified borrowers. A summary of these changes appears on page 4.

SBA's 2005 SMALL BUSINESS PERSON OF THE YEAR AWARDS

National Small Business Week and [Expo 2005](#) will be celebrated in Washington, D.C., April 26-28. Meanwhile, judging of the Washington state nominees for the coveted and prestigious SBA awards is underway. Announcement of state winners is planned for March 16 with a state awards ceremony soon thereafter. The names of the winners and the date and location for the annual state awards event will appear in the Spring 2005 newsletter in March. Stay tuned...!

SBA AND PARTNER NEWS AND TRANSITIONS

Washington SBDC Director Clark Set to Retire

After five years at the helm of the state's university-based small business counseling and training program, Carolyn Clark, Director of Washington's State Small Business Development Center Network, is retiring Feb. 7. Clark was on the staff of the Department of Economics at Washington State University in Pullman and directed a transition of the program's lead office from there to the WSU Spokane campus when she was hired for the SBDC in 1999.

During her five-year tenure, the state SBDC network, comprised of 27 counselors in 28 locations, has counseled or trained more than 34,000 small business owners and managers. Counseling clients created or saved 6,221 jobs and accessed \$233 million of funding, which in turn provide multiplied impacts on the local and state economies.

"We have an excellent corps of counselors throughout the state," said Clark, "who have worked tirelessly to help small businesses during a time of static funding for the program and tough credit standards and challenges for the business community. I'm very proud of their accomplishments, and that the program has been able to grow at the same time through creative partnerships with other academic institutions."

Funding for the WSBDC comes in part from the SBA, as well as from Washington State University and the other host academic institutions and economic development agencies. Counseling is at no-cost to the small business owners, and demand remains extremely high, said Clark, with appointments running several weeks in advance. As well, the program's low-cost training sessions have experienced strong enrollments, she said.

Clark said she plans to stay active in the community, hopefully putting her skills to use in a volunteer capacity, while leaving time for travel and to renew her affection for golf. A nationwide search is currently underway for a new director, who could be onboard about the time Clark retires.



Dr. Carolyn Clark



Joyce Whall, who started with the Seattle SBA district office in 1980, retired Dec. 31. She has more than 38 years of federal government experience, working for the Economic Development Administration, the former department of Health, Education and Welfare, and the National Oceanic and Atmospheric Administration. She was with the Department of Defense in Northern Virginia when she transferred with that agency to Seattle in 1976. Whall, who with her husband starting showing and winning awards for her cairn terriers 16 years ago, said she is looking forward to spending more time



Joyce Whall

visiting friends and family and with her prize-winning dogs.



The Seattle district office will be getting a new staff attorney. **Jayson Pang**, currently with the Hawaii District Office, will be relocating to Seattle to take the position held by Brent Appelgren who retired in September. Jayson is scheduled to start January 24.



Cynthia (Cindy) Butler started in November as the new director for the Seattle Women's Business Center. A native of Washington, D.C., Cindy moved to Seattle in 1998. She worked for the Chiron Corporation as the Seattle biotechnology firm's medical communications coordinator. Prior to moving to Seattle, Butler started and built her own consulting company, CG Butler & Company, developing and executing meeting and marketing strategies for national and international nonprofit organizations, associations and corporations. Butler says, "In every position I've held, whether employed or as a volunteer, I've been an entrepreneur. I am always on the alert for the new product, the new market, the new partnership. I hope this drive will be helpful to WBC clients." In March, she completes a masters degree in International Business at Seattle University and has a B.A. in English/pre-law from the University of Maryland in College Park, Md. More info on the WBC is at www.seattleccd.com/wbc/index.htm.



SCORE has hired a new receptionist. **Shari Geiger** recently moved to Washington State from Las Vegas, Nev., where she worked at a hotel/casino reception desk, honing her customer service skills. She said she enjoys working with the public and helping people, qualities well suited to her new job! She replaces Dian Swift at the SBA's front desk and joins Markara Sam on the Seattle SCORE team.



Shari Geiger



WNET, the highly successful program of entrepreneurial training and networking for women, is launching its 10th year in 2005 by expanding in March with WNET *Plus*. The Seattle program is a new facilitated training and peer-to-peer program, highlighting training through participation and hands-on group feedback. It is designed for business owners who have been in business for at least three years, and as further explained by program coordinator **Carol Andersen**, "is not recommended for the timid."

In addition to the special WNET *Plus* program, regular WNET training programs are scheduled for Seattle and Everett beginning in February.

For more information, or to register, go to www.sba.gov/wa/seattle/seawnet.html, or call Carol at 206-553-7315. Online registration will be available for regular WNET in February.



The Shidler Center for Law, Commerce and Technology at the University of Washington is conducting the second of its three-part **2004-2005 Law, Commerce & Technology Business Briefings** Feb. 15. The next session is titled Insurance Coverage for Information Technology Risks. It will be held at the SBA's Education and Training Center in the Seattle District Office, 1200 Sixth Avenue, Suite 1700.

The series offers presentations by the area's leading legal scholars and practitioners about legal, business and ethical issues in the rapidly evolving information service industry. It is co-sponsored by the Shidler Center, the SBA Seattle District Office, Washington State SBDC and the WSA (formerly the Washington Software Alliance). Registration information is available at the [Shidler Center Website](http://www.shidlercenter.org).

SCORE Adds New Classes to Curriculum

The Seattle SCORE chapter's series of popular small business start-up courses will include some new offerings for 2005. The Marketing and Sales class is being broken up into separate sessions. In addition there is a new human resource management class and a program on social entrepreneurship starting a consulting business. For a brochure and more information about the classes call 206-553-7320 or visit the [Seattle SCORE Website](http://www.seattle-score.org). Following is the schedule for classes:

BUSINESS PLAN:

Jan. 5, Feb. 9, March 16, April 13,
May 11, June 15, July 13, Aug. 10,
Sept. 14, Oct. 12, Nov. 9, Dec. 14

MARKETING:

Jan. 20, March 17, May 19, July 21,
Sept. 15, Nov. 17

TECHNOLOGY/INTERNET:

Feb. 16, April 22, June 24, Aug. 31,
Oct. 26, Dec. 15

EVERYTHING ABOUT A LOAN:

Feb. 23, May 25, Aug. 24, Nov. 16

MANAGEMENT/HUMAN RESOURCE TRAINING:

April 7, Aug. 17

STARTING A NEW BUSINESS:

Jan. 12, Feb. 2, March 7, April 6,
May 4, June 8, July 6, Aug. 3, Sept.
7, Oct. 5, Nov. 2, Dec. 7

SALES:

Jan. 26, March 23, May 31, July 27,
Sept. 29, Dec. 1

FINANCE:

Feb. 17, April 5, June 22, Aug. 18,
Oct. 20, Dec. 6

CONSULTING BUSINESS:

March 30, Sept. 21

SOCIAL

ENTREPRENEURSHIP:

May 5, Oct. 6

SBA Loan Briefing

SBA staff members conduct regular loan briefing sessions about SBA financing and other sources of capital that are available to start or expand a small business. These free sessions are held every 2nd and 4th Thursday of the month. No registration is required, but participants are encouraged to arrive 15 minutes early in order to check in.

The SBA Loan Briefings and all of the SCORE workshops are held at the SBA district office Education and Training Center in downtown Seattle, 1200 Sixth Avenue, Suite 1700.

SBA Success Stories on the Air ...

A new radio program featuring SBA success stories begins airing on 1150 AM KKNW Jan. 18 at 9 p.m. and Jan. 19 at 6:30 a.m. The programs are also live online at <http://www.1150kknw.com/> at the same times. The January success stories come from Community Capital Development's [NW Washington Women's Business Center](http://www.nw-women.com), an SBA resource partner, and feature two Seattle-area businesses, **Dream Dinners** and **zena moon**, both offering services and products to their customers that support social causes. The entrepreneurial success radio series features Portland-area businesses in February and Alaska firms in March.

SBA Reauthorization and 2005 Budget

(Continued from Page 1)

The 504 Loan Program was principally designed to promote job creation. Each 504 project is required to meet at least one of the following three economic development objectives: 1) creation of a specific number of jobs within two years of the completion of the project or the preservation or retention of jobs attributable to the project; 2) improvement of the economy of the locality; or 3) achievement of one or more of the public policy goals specifically listed in Section 501(d)(3) of the Small Business Investment Act.

Full details on changes to the 504 program are at <http://www.sba.gov/banking/notices/5000-940.doc>.

<u>Maximum 504 Loan Amount</u>	<u>Loans Approved Through 12/07/04</u>	<u>Loans Approved on or after 12/08/04</u>
Regular 504 loans	\$1.0 million	\$1.5 million
504 loans that meet a public policy goals	\$1.3 million	\$2.0 million
504 loans to "small manufacturers" (new category)	N/A – This category did not exist before 12/7	\$4.0 million

More information on the 504 program is available from either of Washington State's certified development companies, [Evergreen Community Development Association](#) (800-878-6613) headquartered in Seattle, or [Northwest Business Development Association](#), headquartered in Spokane, (800-540-1748).

Meanwhile, the same legislation that reauthorized and changed the SBA's loan programs also approved the budget for FY 2005. Other highlights in the bill include \$3.25 billion for SBIC debenture financing and funding for the microloan and HUBZone programs.

In the area of entrepreneurial development, the Small Business Development, SCORE and Women's Business Centers were reauthorized and funded at the same levels as last year. The bill also provides funding for the veterans and Native Americans programs.

The FY '05 budget runs through Sept. 30 while the SBA reauthorization bill, which historically has been a three-year authorization for the SBA, expires Sept. 30, 2006.



The staff of the SBA Seattle District Office wishes everyone a Happy and Prosperous New Year! (From left to right): Kiran Pathak, Shelia Berry, Joyce Whall, Tom Ewbank, Gary Trujillo, Lyn Hamilton, Mark Costello, Sherry Mina, Bill Schelly, Julie McFarlane, Diana Drake, Roger Hopkins, Tina Bradley, Markara Sam (SCORE receptionist), Larry Smith, Linda Laws. Missing from photo: Darlene Roberts, Shirley Mylott, Shirley McGinnis, Carol "Cha Cha" Andersen, Sharon Barber (Tacoma Business Assistance Center), Pru Ballatero (U.S. Export Assistance Center.) The Seattle District Office also oversees the Spokane Branch Office with 11 additional staff members.

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